

REP HEADLINE# 6187635
 \$\$\$ MOD# 0 : UNAPPROVED REV #1 \$\$\$
 REP: TEL# 703-516-9399
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET
 HARRIS REPORT FROM REP
 AUG23/12 12.17
 CHANGES
 *** WFLA-TV ***

ADV # _____ ADV. NAME POLI/B NELSON/D/SEN/FL
 AGY # _____ AGY. NAME ABAR HUTTON MEDIA
 REP. # _____ OFF. # _____ SALESMAN # _____
 BUYER NAME SHELLI HUTTON

6190 GROVEDALE COURT, SUITE 200
 ALEXANDRIA, VA 22310
 SALES PRSN WA- MEGHAN MCGARR (H)

ORDER # _____ CONTRACT # 6187635
 CLASS: NATL. LOCAL REGIONAL

PRDCT BILL NELSON 4 SENATE EST#490 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES OCT9/12 OCT15/12 WK-1

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE AUG23/12 12.17

REP: REVISIONS
 REVISED RATES LINES 1-45
 REVISED SPOTS LINES 7-10,13,14,19,21,23,26,34, AND 35
 REVISED 1P AND PROGRAM 11 AND 12
 ADDED LINES 46-52
 REV TTL \$63,800 @97X
 PLEASE CONFIRM
 THANKS SHOSHANA FOR MEGHAN

CON CM BILL NELSON FOR SENATE

44: \$700

and 9/10

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS/WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|-------------|------|-----|------|------------|----------|---------|-----------|------|-----------|
| 1 | | | | | | | | | | | | |

AGENCY ADVERTISER CODE =
 AGENCY PRODUCT CODE =
 AGENCY EST# = 490

| | | | | | | | | | | | | |
|---|---|--|-----------|----|--|---------|------|-------|---|--|------|---|
| ✓ | R | | 500A-530A | 30 | | \$75.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
|---|---|--|-----------|----|--|---------|------|-------|---|--|------|---|

PROGRAM : 5AM NEWS
 CON COM1: 5AM NEWS

| | | | | | | | | | | | | |
|---|---|--|-----------|----|--|---------|-------|-------|---|--|-----|---|
| ✓ | R | | 500A-530A | 30 | | \$75.00 | 10/15 | 10/15 | 1 | | MON | 1 |
|---|---|--|-----------|----|--|---------|-------|-------|---|--|-----|---|

PROGRAM : 5AM NEWS
 CON COM1: 5AM NEWS

FAX# 703-316-9680
CREDIT RISK !!!
HARRIS REPORT FROM REP
CHANGES
AUG23/12 12.17
*** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|--|------|-----|----------|------------|----------|----------|-----------|--------|-----------|
| 3 | R | | 530A-600A PROGRAM : 530AM NEWS CON COM1: 530AM NEWS | 30 | | \$125.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 4 | R | | 630A-600A PROGRAM : 530AM NEWS CON COM1: 530AM NEWS | 30 | | \$125.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 5 | R | | 600A-700A PROGRAM : 6AM NEWS CON COM1: 6AM NEWS | 30 | | \$325.00 | 10/9 | 10/11 | 3 | | TU-TH | 3 |
| 6 | R | | 600A-700A PROGRAM : 6AM NEWS CON COM1: 6AM NEWS | 30 | | \$325.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 7 | RS | | 700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$900.00 | 10/9 | 10/12 | 8 | | TU-W,F | 8 |
| 8 | RS | | 700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$900.00 | 10/15 | 10/15 | 2 | | MON | 2 |
| 9 | RS | | 900A-1000A PROGRAM : TODAY SHOW 2 CON COM1: TODAY SHOW 2 | 30 | | \$550.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 10 | RS | | 900A-1000A PROGRAM : TODAY SHOW 2 CON COM1: TODAY SHOW 2 | 30 | | \$550.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 11 | * | | 1000A-1030A PROGRAM : NEWS CON COM1: NEWS | 30 | | \$80.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |

FAX# 703-516-9680
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HARRIS REPORT FROM REP AUG23/12 12.17
CHANGES *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-----------------------|-----|----|-------------|------|-----|----------|------------|----------|----------|-----------|-------|-----------|
| 12 | * | | 1000A-1030A | 30 | | \$80.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| PROGRAM : NEWS | | | | | | | | | | | | |
| CON COM1: NEWS | | | | | | | | | | | | |
| 13 | S | | 1100A-1200N | 30 | | \$195.00 | 10/10 | 10/12 | 0 | | W-F | 0 |
| PROGRAM : MIDDAY NEWS | | | | | | | | | | | | |
| CON COM1: MIDDAY NEWS | | | | | | | | | | | | |
| 14 | S | | 1100A-1200N | 30 | | \$195.00 | 10/15 | 10/15 | 0 | | MON | 0 |
| PROGRAM : MIDDAY NEWS | | | | | | | | | | | | |
| CON COM1: MIDDAY NEWS | | | | | | | | | | | | |
| 15 | R | | 200P-300P | 30 | | \$125.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| PROGRAM : RACHEL RAY | | | | | | | | | | | | |
| CON COM1: RACHEL RAY | | | | | | | | | | | | |
| 16 | R | | 200P-300P | 30 | | \$125.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| PROGRAM : RACHEL RAY | | | | | | | | | | | | |
| CON COM1: RACHEL RAY | | | | | | | | | | | | |
| 17 | R | | 400P-500P | 30 | | \$600.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| PROGRAM : DR. OZ | | | | | | | | | | | | |
| CON COM1: DR. OZ | | | | | | | | | | | | |
| 18 | R | | 400P-500P | 30 | | \$600.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| PROGRAM : DR. OZ | | | | | | | | | | | | |
| CON COM1: DR. OZ | | | | | | | | | | | | |
| 19 | RS | | 500P-530P | 30 | | \$450.00 | 10/9 | 10/11 | 2 | | TU-TH | 2 |
| PROGRAM : 5PM NEWS | | | | | | | | | | | | |
| CON COM1: 5PM NEWS | | | | | | | | | | | | |
| 20 | R | | 500P-530P | 30 | | \$450.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| PROGRAM : 5PM NEWS | | | | | | | | | | | | |
| CON COM1: 5PM NEWS | | | | | | | | | | | | |

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|-------|-----|----|--|------|-----|------------|------------|----------|----------|-----------|------|-----------|
| 21 | | PS | 530P-600P PROGRAM : 530PM NEWS CON COM1 : 530PM NEWS | 30 | | \$900.00 | 10/9 | 10/12 | 3 | | TU-F | 3 |
| 22 | | RS | 600P-630P PROGRAM : 6PM NEWS CON COM1 : 6PM NEWS | 30 | | \$1,200.00 | 10/9 | 10/12 | 3 | | TU-F | 3 |
| 24 | | R | 600P-630P PROGRAM : 6PM NEWS CON COM1 : 6PM NEWS | 30 | | \$1,200.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 25 | | R | 630P-700P PROGRAM : NBC NEWS CON COM1 : NBC NEWS | 30 | | \$2,000.00 | 10/10 | 10/12 | 3 | | W-F | 3 |
| 26 | | RS | 630P-700P PROGRAM : NBC NEWS CON COM1 : NBC NEWS | 30 | | \$2,000.00 | 10/15 | 10/15 | 0 | | MON | 0 |
| 27 | | R | 700P-730P PROGRAM : ET NEWS CON COM1 : ET | 30 | | \$1,000.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 28 | | R | 700P-730P PROGRAM : ET NEWS CON COM1 : ET | 30 | | \$1,000.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 29 | | R | 730P-800P PROGRAM : EXTRA CON COM1 : EXTRA | 30 | | \$1,000.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 30 | | R | 730P-800P PROGRAM : EXTRA CON COM1 : EXTRA | 30 | | \$1,000.00 | 10/15 | 10/15 | 1 | | MON | 1 |

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|--|-----|----|-------------|------|-----|------------|------------|----------|----------|-----------|----------|-----------|
| 31 | R | | 700P-815P | 30 | | \$1,700.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| PROGRAM : FBALL NIGHT IN AM CON COM1: FBALL NIGHT IN AM | | | | | | | | | | | | |
| 32 | R | | 1100P-1130P | 30 | | \$1,250.00 | 10/9 | 10/14 | 5 | | TU,TH,SU | 5 |
| PROGRAM : 11PM NEWS CON COM1: 11PM NEWS | | | | | | | | | | | | |
| 33 | R | | 1100P-1130P | 30 | | \$1,250.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| PROGRAM : 11PM NEWS CON COM1: 11PM NEWS | | | | | | | | | | | | |
| 34 | RS | | 1230A-130A | 30 | | \$100.00 | 10/9 | 10/12 | 3 | | TU-F | 3 |
| PROGRAM : FALLON CON COM1: FALLON | | | | | | | | | | | | |
| 35 | RS | | 1230A-130A | 30 | | \$100.00 | 10/15 | 10/15 | 0 | | MON | 0 |
| PROGRAM : FALLON CON COM1: FALLON | | | | | | | | | | | | |
| 36 | R | | 700A-900A | 30 | | \$250.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
| PROGRAM : SAT TODAY CON COM1: SAT TODAY | | | | | | | | | | | | |
| 37 | R | | 900A-1000A | 30 | | \$150.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
| PROGRAM : SAT NEWS CON COM1: SAT NEWS | | | | | | | | | | | | |
| 38 | R | | 1200N-100P | 30 | | \$75.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
| PROGRAM : SAT NOON NEWS CON COM1: SAT NOON NEWS | | | | | | | | | | | | |
| 39 | R | | 600P-630P | 30 | | \$700.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
| PROGRAM : SAT 6PM NEWS CON COM1: SAT 6PM NEWS | | | | | | | | | | | | |

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 nuq

1130-1230
 due NFL

FAX# 703-516-9680
CREDIT RISK !!!
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AUG23/12 12.17
*** WFLA-TV ***

| LINE# | REF | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-------|----|--|------|-----|------------|------------|----------|----------|-----------|------|-----------|
| : | LINE# | : | : | : | : | : | DATE | DATE | : | : | : | : |
| 40 | R | | 700P-800P PROGRAM : SAT ET CON COM1: SAT ET | 30 | | \$325.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
| 41 | R | | 800A-900A PROGRAM : SUN TODAY CON COM1: SUN TODAY | 30 | | \$250.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| 42 | R | | 900A-1000A PROGRAM : SUN NEWS CON COM1: SUN NEWS | 30 | | \$150.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| 43 | R | | 1200N-100P PROGRAM : SUN NOON NEWS CON COM1: SUN NOON NEWS | 30 | | \$75.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| 44 | R | | 600P-630P PROGRAM : SUN 6PM NEWS CON COM1: SUN 6PM NEWS | 30 | | \$750.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| 45 | R | | 630P-700P PROGRAM : NBC SUN NEWS CON COM1: NBC SUN NEWS | 30 | | \$2,500.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| 46 | A | | 1030A-1100A PROGRAM : EXTRA CON COM1: EXTRA | 30 | | \$80.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 47 | A | | 1030A-1100A PROGRAM : EXTRA CON COM1: EXTRA | 30 | | \$80.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 48 | A | | 1000P-1100P PROGRAM : PARENTHOOD CON COM1: PARENTHOOD | 30 | | \$1,800.00 | 10/9 | 10/9 | 1 | | TUE | 1 |

| LINE# | REP | CO | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|------------------------|-----|----|-------------|------|-----|------------|------------|----------|----------|-----------|----------------|-----------|
| 49 | A | | 1000P-1100P | 30 | | \$1,800.00 | 10/10 | 10/10 | 1 | | WED | 1 |
| PROGRAM : CHICAGO FIRE | | | | | | | | | | | | |
| CON COM1: CHICAGO FIRE | | | | | | | | | | | | |
| 50 | A | | 1000P-1100P | 30 | | \$1,500.00 | 10/12 | 10/12 | 1 | | FRI | 1 |
| PROGRAM : DATELINE | | | | | | | | | | | | |
| CON COM1: DATELINE | | | | | | | | | | | | |
| 51 | A | | 1130P-1230A | 30 | | \$325.00 | 10/10 | 10/10 | 1 | | WED | 1 |
| PROGRAM : TONIGHT SHOW | | | | | | | | | | | | |
| CON COM1: TONIGHT SHOW | | | | | | | | | | | | |
| 52 | A | | 1130P-1230A | 30 | | \$325.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| PROGRAM : TONIGHT SHOW | | | | | | | | | | | | |
| CON COM1: TONIGHT SHOW | | | | | | | | | | | | |
| OCT/12 | | | | | | 63800.00 | | | | | | |
| | | | | | | | | | | | CONTRACT TOTAL | 63800.00 |
| | | | | | | | | | | | TOTAL SPOTS | 97 |

MARKET TOTALS \$346,062 WFLA 24% WFTS 17% WTSP 25% WTVT 26% WTOG 0% WTTA 2% WMOR 2%
 WMOX 0% WXPX 0% WWSB 4% CABL 0%
 SHARES ARE ACCURATE

SVC- NSI
 DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
 P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 762 Issue 2



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

Original

| | | | | | |
|--------------------|----------------------------------|--------------------------|-----------|--------------------|--------------------|
| Client: | Bill Nelson/ D/ State Senate/ FL | Submission Cost: | 63100 | Campaign Ref: | E:120628109 |
| Buyer: | | Client/Product/Estimate: | 1/1490 | Sales Rep: | HRP Washington, DC |
| Schedule Dates: | 10/08/12 to 10/21/12 | Weeks: | 2 | Order Ref: | 06187635 |
| Est/PO Number: | 06187635 | Contract type: | Political | Business Type: | POLITICAL |
| Associated Copies: | No | | | Business Category: | Transactional |

| | | | | | |
|--------------|----------------------|----------------|------|-------------|-------------------------|
| Product: | Bill Nelson 4 Senate | Booking Group: | WFLA | Key Market: | Tampa-St Petersburg, FL |
| Demographic: | (L) Household | Order: | | | |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | | 10/08 | 10/15 | Total | Cost |
|---------------------------------------|--|----------|------|-------------|---------------------------|-------|-------|-------|------|
| 11 | M-F 10a Daytime TWTF.. | 03 | | 30 Comme | Nbr of Spots Closed PR | 4 | | 4 | |
| 12 | M-F 10a Daytime M..... | 03 | | 30 Comme | Nbr of Spots Closed PR | | 1 | 1 | |
| 13 | M-F 11a News ..WTF.. | 03 | | 30 Comme | Nbr of Spots Closed PR | 3 | | 3 | |
| 14 | M-F 11a News M..... | 03 | | 30 Comme | Nbr of Spots Closed PR | | 1 | 1 | |
| 26 | M-F 7p Entertainment Tonight TWTF.. | 03 | | 30 Comme | Nbr of Spots Closed PR | 4 | | 4 | |
| 27 | M-F 7p Entertainment Tonight M..... | 03 | | 30 Comme | Nbr of Spots Closed PR | | 1 | 1 | |
| 28 | M-F 730p Extra TWTF.. | 03 | | 30 Comme | Nbr of Spots Closed PR | 4 | | 4 | |
| 29 | M-F 730p Extra M..... | 03 | | 30 Comme | Nbr of Spots Closed PR | | 1 | 1 | |
| Weekly Totals: Total Spots(Ord Spots) | | | | | | 80 | 16 | 96 | |
| Closed PR | | | | | | 15 | 4 | 19 | |

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Original

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|--------------------|----------------------------------|--------------------------|-----------|--------------------|--------------------|
| Client: | Bill Nelson/ D/ State Senate/ FL | Submission Cost: | 63100 | Campaign Ref: | E:120628109 |
| Buyer: | .. | Client/Product/Estimate: | .. / .490 | Sales Rep: | HRP Washington, DC |
| Schedule Dates: | 10/08/12 to 10/21/12 | Weeks: | 2 | Order Ref: | 06187635 |
| Est./PO Number: | 06187635 | Contract type: | Political | Business Type: | POLITICAL |
| Associated Copies: | No | | | Business Category: | Transactional |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 10/08 | 10/15 | Total | Cost |
|---------------------------------------|--------------------------------|----------|------|-------------|-------------------|-------|-------|------|
| 48 | M-F 5a News TWTF.. | 06 | 75 | 30 Comme | Nbr of Spots 4 | | 4 | 300 |
| 49 | M-F 5a News M..... | 06 | 75 | 30 Comme | Nbr of Spots 1 | | 1 | 75 |
| 50 | M-F 530a News TWTF.. | 06 | 125 | 30 Comme | Nbr of Spots 4 | | 4 | 500 |
| 51 | M-F 530a News M..... | 06 | 125 | 30 Comme | Nbr of Spots 1 | | 1 | 125 |
| 52 | M-F 6a News TWTF.. | 06 | 325 | 30 Comme | Nbr of Spots 3 | | 3 | 975 |
| 53 | M-F 6a News M..... | 06 | 325 | 30 Comme | Nbr of Spots 1 | | 1 | 325 |
| 54 | M-F 7a Today Show TWTF.. | 03 | 900 | 30 Comme | Nbr of Spots 8 | | 8 | 7200 |
| 55 | M-F 7a Today Show M..... | 03 | 900 | 30 Comme | Nbr of Spots 2 | | 2 | 1800 |
| 56 | M-F 9a Today Show II TWTF.. | 03 | 550 | 30 Comme | Nbr of Spots 4 | | 4 | 2200 |
| 57 | M-F 9a Today Show II M..... | 03 | 550 | 30 Comme | Nbr of Spots 1 | | 1 | 550 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 80 | 16 | 96 | |
| Closed PR | | | | | 15 | 4 | 19 | |

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|--------------------|----------------------------------|--------------------------|-----------|--------------------|--------------------|
| Client: | Bill Nelson/ D/ State Senate/ FL | Submission Cost: | 63100 | Campaign Ref: | E:120628109 |
| Buyer: | | Client/Product/Estimate: | 1/1490 | Sales Rep: | HRP Washington, DC |
| Schedule Dates: | 10/08/12 to 10/21/12 | Weeks: | 2 | Order Ref: | 06187635 |
| Est./PO Number: | 06187635 | Contract type: | Political | Business Type: | POLITICAL |
| Associated Copies: | No | | | Business Category: | Transactional |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 10/08 | 10/15 | Total | Cost |
|---------------------------------------|------------------------------|----------|------|-------------|-------------------|-------|-------|------|
| 58 | M-F 10a News TWTF.. | 06 | 80 | 30 Comme | Nbr of Spots 4 | | 4 | 320 |
| 59 | M-F 10a News M..... | 06 | 80 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 80 |
| 60 | M-F 2p Rachael Ray TWTF.. | 06 | 125 | 30 Comme | Nbr of Spots 4 | | 4 | 500 |
| 61 | M-F 2p Rachael Ray M..... | 06 | 125 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 125 |
| 62 | M-F 4p Dr Oz TWTF.. | 03 | 600 | 30 Comme | Nbr of Spots 4 | | 4 | 2400 |
| 63 | M-F 4p Dr Oz M..... | 03 | 600 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 600 |
| 64 | M-F 5p News TWTF.. | 06 | 450 | 30 Comme | Nbr of Spots 2 | | 2 | 900 |
| 65 | M-F 5p News M..... | 06 | 450 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 450 |
| 66 | M-F 530p News TWTF.. | 03 | 900 | 30 Comme | Nbr of Spots 3 | | 3 | 2700 |
| 67 | M-F 6p News TWTF.. | 03 | 1200 | 30 Comme | Nbr of Spots 3 | | 3 | 3600 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 80 | 16 | 96 | |
| Closed PR | | | | | 15 | 4 | 19 | |

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6190 Grovedale CT #200
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| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 63100 | Campaign Ref: E:120628109 |
| Buyer: .. | Client/Product/Estimate: .. / /490 | Sales Rep: HRP Washington, DC |
| Schedule Dates: 10/08/12 to 10/21/12 | Weeks: 2 | Order Ref: 06187635 |
| Est./PO Number: 06187635 | Contract type: Political | Business Type: POLITICAL |
| Associated Copies: No | | Business Category: Transactional |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 10/08 | 10/15 | Total | Cost |
|--|---|----------|------|-------------|--------------|-------|-------|------|
| 68 | M-F 6p News M..... | 03 | 1200 | 30 Comme | Nbr of Spots | 1 | 1 | 1200 |
| 69 | M-F 630p ET / 530p CT NBC Nightly News ..WTF.. | 03 | 2000 | 30 Comme | Nbr of Spots | 3 | 3 | 6000 |
| 70 | M-F 7p News ..TWTF.. | 03 | 1000 | 30 Comme | Nbr of Spots | 4 | 4 | 4000 |
| 71 | M-F 7p News M..... | 03 | 1000 | 30 Comme | Nbr of Spots | 1 | 1 | 1000 |
| 72 | M-F 730p Entertainment Tonight ..TWTF.. | 03 | 1000 | 30 Comme | Nbr of Spots | 4 | 4 | 4000 |
| 73 | M-F 730p Entertainment Tonight M..... | 03 | 1000 | 30 Comme | Nbr of Spots | 1 | 1 | 1000 |
| 74 | Sun 7p ET / 6p CT Football Night in AmericaS | 08 | 1700 | 30 Comme | Nbr of Spots | 1 | 1 | 1700 |
| 75 | M-Su 11p News ..T.TFS. | 03 | 1250 | 30 Comme | Nbr of Spots | 4 | 4 | 5000 |
| 76 | M-Su Late News Late RunS | 03 | 1250 | 30 Comme | Nbr of Spots | 1 | 1 | 1250 |
| 77 | M-Su 11p News | 03 | 1250 | 30 Comme | Nbr of Spots | 1 | 1 | 1250 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 80 | 16 | 96 | |
| Closed PR | | | | | 15 | 4 | 19 | |

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| Est./PO Number: | 06187635 | Contract type: | Political | Business Type: | POLITICAL |
| Associated Copies: | No | | | Business Category: | Transactional |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 10/08 | 10/15 | Total | Cost |
|---------------------------------------|---|----------|------|-------------|--------------|-------|-------|------|
| 76 | M-F 1237a ET / 1137p CT Late Night TWTF.. | 06 | 100 | 30 Comme | Nbr of Spots | 3 | 3 | 300 |
| 79 | Sat 7a Today Show | 06 | 250 | 30 Comme | Nbr of Spots | 1 | 1 | 250 |
| 80 | Sat 9a News | 06 | 150 | 30 Comme | Nbr of Spots | 1 | 1 | 150 |
| 81 | Sat 12p News | 06 | 75 | 30 Comme | Nbr of Spots | 1 | 1 | 75 |
| 82 | Sat 7p Entertainment Tonight | 06 | 325 | 30 Comme | Nbr of Spots | 1 | 1 | 325 |
| 83 | Sun 8a Today Show | 06 | 250 | 30 Comme | Nbr of Spots | 1 | 1 | 250 |
| 84 | Sun 9a News | 06 | 150 | 30 Comme | Nbr of Spots | 1 | 1 | 150 |
| 85 | Sun 12p News | 06 | 75 | 30 Comme | Nbr of Spots | 1 | 1 | 75 |
| 86 | Sun 6p News | 03 | 750 | 30 Comme | Nbr of Spots | 1 | 1 | 750 |
| 87 | Sun 630p ET / 530p CT NBC Nightly News | 03 | 2500 | 30 Comme | Nbr of Spots | 1 | 1 | 2500 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 80 | 16 | 96 | |
| Closed PR | | | | | 15 | 4 | 19 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 762 Issue 2



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

Original

| | | |
|---|--|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 63100 | Campaign Ref: E:120628109 |
| Buyer: | Client/Product/Estimate: / /490 | Sales Rep: HRP Washington, DC |
| Schedule Dates: 10/08/12 to 10/21/12 | Weeks: 2 | Order Ref: 06187635 |
| Est./PO Number: 06187635 | Contract type: Political | Business Type: POLITICAL |
| Associated Copies: No | | Business Category: Transactional |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 10/08 | 10/15 | Total | Cost |
|--|--|----------|------|-------------|-------------------|-------|-------|------|
| 88 | M-F 1030a Extra TWTF.. | 06 | 80 | 30 Comme | Nbr of Spots 4 | | 4 | 320 |
| 89 | M-F 1030a Extra M..... | 06 | 80 | 30 Comme | Nbr of Spots | 1 | 1 | 80 |
| 90 | Tue 10p ET / 9p CT Parenthood ..T..... | 06 | 1800 | 30 Comme | Nbr of Spots 1 | | 1 | 1800 |
| 91 | Wed 10p ET / 9p CT Chicago Fire ...W.... | 06 | 1800 | 30 Comme | Nbr of Spots 1 | | 1 | 1800 |
| 92 | Fri 10p ET / 9p CT Dateline NBC FridayF.. | 06 | 1500 | 30 Comme | Nbr of Spots 1 | | 1 | 1500 |
| 93 | M-F 1135p ET / 1035p CT Tonight Show ..W.... | 06 | 325 | 30 Comme | Nbr of Spots 1 | | 1 | 325 |
| 94 | M-F 1135p ET / 1035p CT Tonight Show M..... | 06 | 325 | 30 Comme | Nbr of Spots | 1 | 1 | 325 |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 80 | 16 | 96 | |
| Closed PR | | | | | 15 | 4 | 19 | |

Pre-emption Summary

| Ref | Sales Product | Spot Type | Pre-empt Date | Status | Pre-empt Value | Makegood Line(s) (Dates) | Makegood Ref | Campaign Ref |
|-----|---------------|-----------|---------------|--------|----------------|--------------------------|--------------|--------------|
| | | | | | 780.00 | | | |

| Ref | Sales Product | Spot Type | Pre-empt Date | Status | Pre-empt Value | Makegood Line(s) (Dates) | Makegood Ref | Campaign Ref |
|-----|------------------------------|----------------|---------------|--------------------|----------------|--------------------------|--------------|--------------|
| 11 | M-F 10a Daytime | :30 Commercial | 10/08/12 | Closed Pre Emption | | No Makegood / Credit | 0000000000 | E:120628109 |
| 12 | M-F 10a Daytime | :30 Commercial | 10/15/12 | Closed Pre Emption | 195.00 | No Makegood / Credit | 0000000000 | E:120628109 |
| 13 | M-F 11a News | :30 Commercial | 10/08/12 | Closed Pre Emption | 390.00 | No Makegood / Credit | 0000000000 | E:120628109 |
| 14 | M-F 11a News | :30 Commercial | 10/08/12 | Closed Pre Emption | 0.00 | 10/10, 10/16) | 0000168004 | E:120628109 |
| 26 | M-F 7p Entertainment Tonight | :30 Commercial | 10/08/12 | Closed Pre Emption | 195.00 | No Makegood / Credit | 0000000000 | E:120628109 |
| 27 | M-F 7p Entertainment Tonight | :30 Commercial | 10/08/12 | Closed Pre Emption | 4,800.00 | 10/09, 10/15, 10/16) | 0000167930 | E:120628109 |
| 28 | M-F 730p Extra | :30 Commercial | 10/08/12 | Closed Pre Emption | 1,200.00 | 10/09, 10/15, 10/16) | 0000167930 | E:120628109 |
| 29 | M-F 730p Extra | :30 Commercial | 10/15/12 | Closed Pre Emption | 4,800.00 | No Makegood / Credit | 0000000000 | E:120628109 |
| | | | | | 1,200.00 | No Makegood / Credit | 0000000000 | E:120628109 |

Grand Totals

| Totals | | 10/08 | Month 10 Weeks: 4 | 10/15 |
|--------|-------|-------|-------------------|-------|
| Spots | 96 | | 80 | 16 |
| Cost | 63100 | | 54115 | 8985 |

Grand Totals:

| | |
|--------------|-----------|
| Spots: | 96 |
| Gross Total: | 63,100.00 |
| Commission: | 9,465.00 |
| Net Total: | 53,635.00 |

REP HEADLINE# 6187635
 *** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP
 JUN18/12 17.0
 *** WFLA-TV ***

ADV # ADV. NAME FOLI/B NELSON/L/SEN/FL REP. # OFF. # SALESMAN #
 AGY # AGY. NAME ABAR HUTTON MEDIA BUYER NAME SHELLI HUTTON

6190 GROVEDALE COURT, SUITE 200 SALES PRSN WA- MEGHAN MCGARR (H)
 ALEXANDRIA, VA 22310

ORDER # CONTRACT # 6187635 CLASS: NATL. LOCAL REGIONAL

PRDCT BILL NELSON 4 SENATE EST#490 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES OCT9/12 OCT15/12 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE JUN18/12 17.00

REP: NEW ORDER
 TTL \$83,055 @96X
 PLEASE CONFIRM
 THANKS! KIM FOR MEGHAN
 CON CM BILL NELSON FOR SENATE

UUA \$540

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|--|-----|----|-------------|------|-----|----------|------------|----------|----------|-----------|------|-----------|
| 1 | | | 500A-530A | 30 | | \$180.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = AGENCY EST# = 490 | | | | | | | | | | | | |
| PROGRAM : 5AM NEWS CON COM1 : 5AM NEWS | | | | | | | | | | | | |
| 2 | | | 500A-530A | 30 | | \$180.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| PROGRAM : 5AM NEWS CON COM1 : 5AM NEWS | | | | | | | | | | | | |
| 3 | | | 530A-600A | 30 | | \$300.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| PROGRAM : 530AM NEWS CON COM1 : 530AM NEWS | | | | | | | | | | | | |

06/18/12

REP HEADLINE# 6167C35
 *** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 17.0
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|--|------|-----|------------|------------|----------|----------|-----------|--------|-----------|
| 4 | | | 530A-600A PROGRAM : 530AM NEWS CON COM1: 530AM NEWS | 30 | | \$300.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 5 | | | 600A-700A PROGRAM : 6AM NEWS CON COM1: 6AM NEWS | 30 | | \$840.00 | 10/9 | 10/11 | 3 | | TU-TH | 3 |
| 6 | | | 600A-700A PROGRAM : 6AM NEWS CON COM1: 6AM NEWS | 30 | | \$840.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 7 | | | 700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$1,080.00 | 10/9 | 10/12 | 3 | | TU-W,F | 3 |
| 8 | | | 700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$1,080.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 9 | | | 900A-1000A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$660.00 | 10/9 | 10/12 | 8 | | TU-F | 8 |
| 10 | | | 900A-1000A PROGRAM : TODAY SHOW 2 CON COM1: TODAY SHOW 2 | 30 | | \$660.00 | 10/15 | 10/15 | 2 | | MON | 2 |
| 11 | | | 1000A-1100A PROGRAM : DAYTIME CON COM1: DAYTIME | 30 | | \$195.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 12 | | | 1000A-1100A PROGRAM : DAYTIME CON COM1: DAYTIME | 30 | | \$195.00 | 10/15 | 10/15 | 1 | | MON | 1 |

REP HEADLINE# 6187025
 *** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 17.0
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|---|------|-----|------------|------------|----------|----------|-----------|-------|-----------|
| 13 | | | 1100A-1200N PROGRAM : MIDDAY NEWS CON COM1: MIDDAY NEWS | 30 | | \$195.00 | 10/10 | 10/12 | 3 | | W-F | 3 |
| 14 | | | 1100A-1200N PROGRAM : MIDDAY NEWS CON COM1: MIDDAY NEWS | 30 | | \$195.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 15 | | | 200P-300P PROGRAM : RACHEL RAY CON COM1: RACHEL RAY | 30 | | \$300.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 16 | | | 200P-300P PROGRAM : RACHEL RAY CON COM1: RACHEL RAY | 30 | | \$300.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 17 | | | 400P-500P PROGRAM : DR. OZ CON COM1: DR. OZ | 30 | | \$720.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 18 | | | 400P-500P PROGRAM : DR. OZ CON COM1: DR. OZ | 30 | | \$720.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 19 | | | 500P-530P PROGRAM : 5PM NEWS CON COM1: 5PM NEWS | 30 | | \$1,080.00 | 10/9 | 10/11 | 3 | | TU-TH | 3 |
| 20 | | | 500P-530P PROGRAM : 5PM NEWS CON COM1: 5PM NEWS | 30 | | \$1,080.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 21 | | | 530P-600P PROGRAM : 530PM NEWS CON COM1: 530PM NEWS | 30 | | \$1,080.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |

REP HEADLINE# 0167635
 *** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 17.0
 *** WFLA-TV ***

| LINE# | REF | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|---|------|-----|------------|------------|----------|----------|-----------|------|-----------|
| 23 | | | 600P-630P PROGRAM : 6PM NEWS CON COM1: 6PM NEWS | 30 | | \$1,440.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 24 | | | 600P-630P PROGRAM : 6PM NEWS CON COM1: 6PM NEWS | 30 | | \$1,440.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 25 | | | 630P-700P PROGRAM : NBC NEWS CON COM1: NBC NEWS | 30 | | \$2,400.00 | 10/10 | 10/12 | 3 | | W-F | 3 |
| 26 | | | 630P-700P PROGRAM : NBC NEWS CON COM1: NBC NEWS | 30 | | \$2,400.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 27 | | | 700P-730P PROGRAM : ET CON COM1: ET | 30 | | \$1,200.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 28 | | | 700P-730P PROGRAM : ET CON COM1: ET | 30 | | \$1,200.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 29 | | | 730P-800P PROGRAM : EXTRA CON COM1: EXTRA | 30 | | \$1,200.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| 30 | | | 730P-800P PROGRAM : EXTRA CON COM1: EXTRA | 30 | | \$1,200.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| 31 | | | 700P-815P PROGRAM : FBALL NIGHT IN AM CON COM1: FBALL NIGHT IN AM | 30 | | \$4,080.00 | 10/14 | 10/14 | 1 | | SUN | 1 |

REP HEADLINE# 6187635
 *** ORIGINAL REV#3 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 17.0
 *** WFLA-TV ***

| LINE# | REP | CE | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|-------------------------|------|-----|------------|------------|----------|----------|-----------|----------|-----------|
| 32 | | | 1100P-1130P | 30 | | \$1,500.00 | 10/9 | 10/14 | 5 | | TU,TH-SU | 5 |
| | | | PROGRAM : 11PM NEWS | | | | | | | | | |
| | | | CON COM1: 11PM NEWS | | | | | | | | | |
| 33 | | | 1100P-1130P | 30 | | \$1,500.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| | | | PROGRAM : 11PM NEWS | | | | | | | | | |
| | | | CON COM1: 11PM NEWS | | | | | | | | | |
| 34 | | | 1230A-130A | 30 | | \$240.00 | 10/9 | 10/12 | 4 | | TU-F | 4 |
| | | | PROGRAM : FALLON | | | | | | | | | |
| | | | CON COM1: FALLON | | | | | | | | | |
| 35 | | | 1230A-130A | 30 | | \$240.00 | 10/15 | 10/15 | 1 | | MON | 1 |
| | | | PROGRAM : FALLON | | | | | | | | | |
| | | | CON COM1: FALLON | | | | | | | | | |
| 36 | | | 700A-900A | 30 | | \$600.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
| | | | PROGRAM : SAT TODAY | | | | | | | | | |
| | | | CON COM1: SAT TODAY | | | | | | | | | |
| 37 | | | 900A-1000A | 30 | | \$360.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
| | | | PROGRAM : SAT NEWS | | | | | | | | | |
| | | | CON COM1: SAT NEWS | | | | | | | | | |
| 38 | | | 1200N-100P | 30 | | \$180.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
| | | | PROGRAM : SAT NOON NEWS | | | | | | | | | |
| | | | CON COM1: SAT NOON NEWS | | | | | | | | | |
| 39 | | | 600P-630P | 30 | | \$840.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
| | | | PROGRAM : SAT 6PM NEWS | | | | | | | | | |
| | | | CON COM1: SAT 6PM NEWS | | | | | | | | | |
| 40 | | | 700P-800P | 30 | | \$780.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
| | | | PROGRAM : SAT ET | | | | | | | | | |
| | | | CON COM1: SAT ET | | | | | | | | | |

Sam - late at 11:30 PM

1

REP HEADLINE# C107635
 *** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 17.0
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------------------------|-----|----|-------------|------|-----|------------|------------|----------|----------|-----------|------|-------------------------|
| 41 | | | 800A-900A | 30 | | \$600.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| PROGRAM : SUN TODAY | | | | | | | | | | | | |
| CON COM1: SUN TODAY | | | | | | | | | | | | |
| 42 | | | 900A-1000A | 30 | | \$360.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| PROGRAM : SUN NEWS | | | | | | | | | | | | |
| CON COM1: SUN NEWS | | | | | | | | | | | | |
| 43 | | | 1200N-100P | 30 | | \$180.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| PROGRAM : SUN NOON NEWS | | | | | | | | | | | | |
| CON COM1: SUN NOON NEWS | | | | | | | | | | | | |
| 44 | | | 600P-630P | 30 | | \$900.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| PROGRAM : SUN 6PM NEWS | | | | | | | | | | | | |
| CON COM1: SUN 6PM NEWS | | | | | | | | | | | | |
| 45 | | | 630P-700P | 30 | | \$3,000.00 | 10/14 | 10/14 | 1 | | SUN | 1 |
| PROGRAM : NBC SUN NEWS | | | | | | | | | | | | |
| CON COM1: NBC SUN NEWS | | | | | | | | | | | | |
| OCT/12 83055.00 | | | | | | | | | | | | |
| | | | | | | | | | | | | CONTRACT TOTAL 83055.00 |
| | | | | | | | | | | | | TOTAL SPOTS 96 |

MARKET TOTALS \$346,062 WFLA 24% WFTS 17% WTSP 25% WTVT 26% WTOG 0% WTTA 2% WMOR 2%
 WMOX 0% WXPX 0% WWSB 4% CABL 0%

SHARES ARE ACCURATE

SVC- NSI
 DEMOS- RA35+*

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 648 Issue 1



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

| | | | | | |
|-----------------|----------------------------------|--------------------------|-----------|--------------------|--------------------|
| Client: | Bill Nelson/ D/ State Senate/ FL | Submission Cost: | 82215 | Campaign Ref: | E:120628109 |
| Buyer: | FL | Client/Product/Estimate: | 1 / 1490 | Sales Rep: | HRP Washington, DC |
| Schedule Dates: | 10/08/12 to 10/21/12 | Weeks: | 2 | Order Ref: | 06187635 |
| Est./PO Number: | 06187635 | Contract type: | Political | Business Type: | POLITICAL |
| | | | | Business Category: | Transactional |

| | | | | | | |
|--------------|----------------------|----------------|------|-------------|--------------------------|-------|
| Product: | Bill Nelson 4 Senate | Booking Group: | WFLA | Key Market: | Tampa-St. Petersburg, FL | 82215 |
| Demographic: | (L) Household | Order: | | | | |

| Ref | Sales Product Details | Rate | Spot Type | 10/08 | 10/15 | Total | Cost |
|---------------------------------------|---------------------------------|------|-------------|--------------|-------|-------|------|
| 1 | M-F 5a News .TWTF.. | 180 | 30 Comme | Nbr of Spots | 4 | 4 | 720 |
| 2 | M-F 5a News M..... | 180 | 30 Comme | Nbr of Spots | 1 | 1 | 180 |
| 3 | M-F 530a News .TWTF.. | 300 | 30 Comme | Nbr of Spots | 4 | 4 | 1200 |
| 4 | M-F 530a News M..... | 300 | 30 Comme | Nbr of Spots | 1 | 1 | 300 |
| 5 | M-F 6a News .TWTF.. | 840 | 30 Comme | Nbr of Spots | 3 | 3 | 2520 |
| 6 | M-F 6a News M..... | 840 | 30 Comme | Nbr of Spots | 1 | 1 | 840 |
| 7 | M-F 7a Today Show .TWTF.. | 1080 | 30 Comme | Nbr of Spots | 3 | 3 | 3240 |
| 8 | M-F 7a Today Show M..... | 1080 | 30 Comme | Nbr of Spots | 1 | 1 | 1080 |
| 9 | M-F 9a Today Show II .TWTF.. | 660 | 30 Comme | Nbr of Spots | 8 | 8 | 5280 |
| Weekly Totals: Total Spots(Ord Spots) | | | | 78 | 17 | 95 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 648 Issue 1



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

| | | | | | |
|-----------------|-------------------------------------|--------------------------|-----------|--------------------|--------------------|
| Client: | Bill Nelson/ D/ State Senate/ FL | Submission Cost: | 82215 | Campaign Ref: | E:120628109 |
| Buyer: | FL | Client/Product/Estimate: | / / 490 | Sales Rep: | HRP Washington, DC |
| Schedule Dates: | 10/08/12 to 10/21/12 | Weeks: | 2 | Order Ref: | 06187635 |
| Est./PO Number: | 06187635 | Contract type: | Political | Business Type: | POLITICAL |
| | | | | Business Category: | Transactional |

| Ref | Sales Product Details | Rate | Spot Type | 10/08 | 10/15 | Total | Cost |
|---------------------------------------|--------------------------------|------|-------------|--------------|-------|-------|------|
| 10 | M-F 9a Today Show II M.... | 660 | 30 Comme | Nbr of Spots | 2 | 2 | 1320 |
| 11 | M-F 10a Daytime TWTF.. | 195 | 30 Comme | Nbr of Spots | 4 | 4 | 780 |
| 12 | M-F 10a Daytime M.... | 195 | 30 Comme | Nbr of Spots | 1 | 1 | 195 |
| 13 | M-F 11a News ..WTF.. | 195 | 30 Comme | Nbr of Spots | 3 | 3 | 585 |
| 14 | M-F 11a News M.... | 195 | 30 Comme | Nbr of Spots | 1 | 1 | 195 |
| 15 | M-F 2p Rachael Ray ..TWTF.. | 300 | 30 Comme | Nbr of Spots | 4 | 4 | 1200 |
| 16 | M-F 2p Rachael Ray M.... | 300 | 30 Comme | Nbr of Spots | 1 | 1 | 300 |
| 17 | M-F 4p Dr Oz ..TWTF.. | 720 | 30 Comme | Nbr of Spots | 4 | 4 | 2880 |
| 18 | M-F 4p Dr Oz M.... | 720 | 30 Comme | Nbr of Spots | 1 | 1 | 720 |
| 19 | M-F 5p News ..TWTF.. | 1080 | 30 Comme | Nbr of Spots | 3 | 3 | 3240 |
| 20 | M-F 5p News M.... | 1080 | 30 Comme | Nbr of Spots | 1 | 1 | 1080 |
| 21 | M-F 530p News ..TWTF.. | 1080 | 30 Comme | Nbr of Spots | 4 | 4 | 4320 |
| Weekly Totals: Total Spots(Ord Spots) | | | | 78 | 17 | 95 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 648 Issue 1



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

| | | |
|---|---|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 82215 | Campaign Ref: E:120628109 |
| Buyer: FL | Client/Product/Estimate: / / 490 | Sales Rep: HRP Washington, DC |
| Schedule Dates: 10/08/12 to 10/21/12 | Weeks: 2 | Order Ref: 06187635 |
| Est./PO Number: 06187635 | Contract type: Political | Business Type: POLITICAL |
| | | Business Category: Transactional |

| Ref | Sales Product Details | Rate | Spot Type | 10/08 | 10/15 | Total | Cost |
|--|---|------|-------------|-------------------|-------|-------|------|
| 22 | M-F 6p News TWTF.. | 1440 | 30 Comme | Nbr of Spots 4 | | 4 | 5760 |
| 23 | M-F 6p News M.... | 1440 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 1440 |
| 24 | M-F 630p ET / 530p CT NBC Nightly News ..WTF.. | 2400 | 30 Comme | Nbr of Spots 3 | | 3 | 7200 |
| 25 | M-F 630p ET / 530p CT NBC Nightly News M..... | 2400 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 2400 |
| 26 | M-F 7p Entertainment Tonight TWTF.. | 1200 | 30 Comme | Nbr of Spots 4 | | 4 | 4800 |
| 27 | M-F 7p Entertainment Tonight M..... | 1200 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 1200 |
| 28 | M-F 730p Extra ..TWTF.. | 1200 | 30 Comme | Nbr of Spots 4 | | 4 | 4800 |
| 29 | M-F 730p Extra M.... | 1200 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 1200 |
| 30 | Sun 7p ET / 6p CT Football Night in AmericaS | 4080 | 30 Comme | Nbr of Spots 1 | | 1 | 4080 |
| 31 | M-Su 11p News T.TFS. | 1500 | 30 Comme | Nbr of Spots 4 | | 4 | 6000 |
| 32 | M-Su Late News Late Run ...S | 1500 | 30 Comme | Nbr of Spots 1 | | 1 | 1500 |
| Weekly Totals: Total Spots(Ord Spots) | | | | 78 | 17 | 95 | |

Abar Hutton Media
 6190 Grovedale CT #200
 Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
 Submission Number 648 Issue 1



WFLA-TV
 P.O. Box 1410
 Tampa, FL 33601

PHONE (813) 228-8888

| | | |
|---|--|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 82215 | Campaign Ref: E:120628109 |
| Buyer: FL | Client/Product/Estimate: 1/1490 | Sales Rep: HRP Washington, DC |
| Schedule Dates: 10/08/12 to 10/21/12 | Weeks: 2 | Order Ref: 06187635 |
| Est./PO Number: 06187635 | Contract type: Political | Business Type: POLITICAL |
| | | Business Category: Transactional |

| Ref | Sales Product Details | Rate | Spot Type | Nbr of Spots | 10/08 | 10/15 | Total | Cost |
|---|--|------|-------------|--------------|-------|-------|-------|------|
| 33 | M-Su 11p News M..... | 1500 | 30 Comme | Nbr of Spots | | 1 | 1 | 1500 |
| 34 | M-F 1237a ET / 1137p CT Late Night TWTF.. | 240 | 30 Comme | Nbr of Spots | 4 | | 4 | 960 |
| 35 | M-F 1237a ET / 1137p CT Late Night M..... | 240 | 30 Comme | Nbr of Spots | | 1 | 1 | 240 |
| 36 | Sat 7a Today ShowS | 600 | 30 Comme | Nbr of Spots | 1 | | 1 | 600 |
| 37 | Sat 9a NewsS | 360 | 30 Comme | Nbr of Spots | 1 | | 1 | 360 |
| 38 | Sat 12p NewsS | 180 | 30 Comme | Nbr of Spots | 1 | | 1 | 180 |
| 39 | Sat 7p Entertainment TonightS | 780 | 30 Comme | Nbr of Spots | 1 | | 1 | 780 |
| 40 | Sun 8a Today ShowS | 600 | 30 Comme | Nbr of Spots | 1 | | 1 | 600 |
| 41 | Sun 9a NewsS | 360 | 30 Comme | Nbr of Spots | 1 | | 1 | 360 |
| 42 | Sun 12p NewsS | 180 | 30 Comme | Nbr of Spots | 1 | | 1 | 180 |
| 43 | Sun 6p NewsS | 900 | 30 Comme | Nbr of Spots | 1 | | 1 | 900 |
| 44 | Sun 630p ET / 530p CT NBC Nightly News | 3000 | 30 | Nbr of Spots | 1 | | 1 | 3000 |
| Weekly Totals: Total Spots (Ord Spots) | | | | | 78 | 17 | 95 | |

Abar Hutton Media
 6190 Grovedale CT #200
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|---|---|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 82215 | Campaign Ref: E:120628109 |
| Buyer: FL | Client/Product/Estimate: / / 490 | Sales Rep: HRP Washington, DC |
| Schedule Dates: 10/08/12 to 10/21/12 | Weeks: 2 | Order Ref: 06187635 |
| Est./PO Number: 06187635 | Contract type: Political | Business Type: POLITICAL |
| | | Business Category: Transactional |

| Ref | Sales Product Details | Rate | Spot Type | 10/08 | 10/15 | Total | Cost |
|--|-----------------------|------|-----------|-------|-------|-------|------|
|S | | | Comme | | | | |
| Weekly Totals: Total Spots(Ord Spots) | | | | 78 | 17 | 95 | |

Grand Totals

| | | Month 10 Weeks: 4 | |
|-------|---------------|--------------------------|--------------|
| | Totals | 10/08 | 10/15 |
| Spots | 95 | 78 | 17 |
| Cost | 82215 | 68026 | 14190 |

Grand Totals:

| | |
|---------------------|------------------|
| Spots: | 95 |
| Gross Total: | 82,215.00 |
| Commission: | 12,332.25 |
| Net Total: | 69,882.75 |